

## Message Text

LIMITED OFFICIAL USE

PAGE 01 ISLAMA 07167 131835Z  
ACTION NEA-10

INFO OCT-01 ISO-00 /011 W  
-----039649 132324Z /75  
R 131130Z JUL 77  
FM AMEMBASSY ISLAMABAD  
TO SECSTATE WASHDC 2812

LIMITED OFFICIAL USE ISLAMABAD 7167

FOR NEA/PAB - MR. MULLIGAN

E.O. 11652: N/A  
TAGS: BDIS, PK  
SUBJECT: TRADE DISPUTE : THOR INDUSTRIES

REF: ISLAMABAD 0877

1. THE EMBASSY HAS RECEIVED ANOTHER IN A SERIES OF CABLES FROM THOR EXPORT SALES COMPANY CONCERNING A THREE-CORNERED TRADE DISPUTE BETWEEN THOR, BOMBAY MOTOR STORE IN KARACHI AND THE ROMANIAN EMBASSY IN ISLAMABAD. THE DISPUTE RELATES TO THOR'S SALE OF APPROXIMATELY TWO DOZEN AIR-CONDITIONERS TO THE ROMANIAN EMBASSY IN 1976. THOR HAS SEVERAL TIMES ASKED US TO OBTAIN PAYMENT FOR THE AIR-CONDITIONERS FROM THE ROMANIAN EMBASSY, BUT IN EACH CASE IT HAS DEVELOPED THAT THERE WERE STILL MAJOR DISAGREEMENTS BETWEEN THE PARTIES AS TO HOW TO HANDLE THE DAMAGED OR DEFECTIVE MERCHANDISE IN THE SHIPMENT. IN RESPONSE TO THE LATEST CABLE WE HAVE MADE ANOTHER ATTEMPT TO OBTAIN ALL THE FACTS IN THIS CASE.

2. REQUEST THAT YOU ATTEMPT TO CONTACT MR ENZO BORGES, THOR EXPORT SALES COMPANY, INC., 130 MADISON AVENUE, NEW YORK, NEW YORK, 10016, TELEPHONE 679-0077, AND PASS SUBSTANCE OF THE FOLLOWING: ON JULY 11, EMBOFF CALLED ON MR STOIAN OF THE ROMANIAN EMBASSY. STOIAN MADE THE LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 ISLAMA 07167 131835Z

FOLLOWING POINTS:

(A) \$15,176.50 (CHECK # IO 79640 OF MARCH 29, 1976), HAS BEEN PAID ON THIS ACCOUNT.

(B) THE ROMANIAN EMBASSY BELIEVES THAT THE AUGUST 28, 1976 LETTER FROM BOMBAY MOTOR STORE TO THOR EXPORT CONTAINED

THE BASIS FOR AGREEMENT. IN THIS LETTER, BOMBAY MOTOR STORE REQUESTED THAT THOR PROVIDE TEN REPEAT TEN NEW COMPRESSORS, FREE-OF-CHARGE, TO REPLACE THOSE DAMAGED IN TRANSPORT OR FOUND DEFECTIVE. THE ROMANIAN EMBASSY STATES THAT IT WILL NOT RELEASE THE REMAINDER OF THE FUNDS UNTIL THE TEN COMPRESSORS ARE DELIVERED.

(C) THE ROMANIAN EMBASSY, IN WHAT IT SAYS IT CONSIDERS A MASTERFUL SHOW OF GOOD FAITH, HAS HANDED OVER THE DISPUTED AMOUNT (\$8,709.74) TO BOMBAY MOTOR STORE. ITS' GOOD FAITH IS HEDGED, HOWEVER, BY THE INSTRUCTION TO BOMBAY TO HOLD THE MONEY UNTIL A SATISFACTORY SETTLEMENT ALONG LINES IN PARA B IS ACHIEVED.

3. COMMENT: YOU SHOULD BE PREPARED TO GET AN EARFUL FROM THOR AS THIS LONG SIMMERING DISPUTE HAS BEEN CHARACTERIZED BY A SEVERE LACK OF COMMUNICATION. WE HAVE DONE ALL WE CAN TO GET THE FACTS IN THIS MATTER AND IT IS NOW TIME FOR THE DISPUTANTS TO SETTLE THIS THEMSELVES. HUMMEL

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 13-Jul-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977ISLAMA07167  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770249-1270  
**Format:** TEL  
**From:** ISLAMABAD  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770763/aaaaccpy.tel  
**Line Count:** 82  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 83fd576c-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 ISLAMABAD 877  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 01-Mar-2005 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1880598  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRADE DISPUTE : THOR INDUSTRIES  
**TAGS:** BDIS, PK  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/83fd576c-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009